

## PART VII

## FARM MARKETING AND EXPENDITURES

Location and Transportation for Marketing

Grays Harbor County was largely dependent on coastwise shipping for trade outside its immediate area before improved overland transportation facilities were established. Transportation systems to the interior now are such that the county's fresh and processed agricultural products are able to reach major markets through distribution channels in Puget Sound cities and in Portland, Oregon. For example, modern highways enable Chehalis Valley dairymen to market fresh milk by tank truck to distribution points and processing plants as distant as Seattle. Modernized handling and transportation facilities allow Grays Harbor County farmlands to be within economic marketing distance of most of western Washington and in the case of the county's cranberries, the marketing area covers most of western United States.

Most of Grays Harbor County's farm products are moved by truck. In earlier decades there was greater dependence on railroads and on vessels plying between coastal ports. The main route used in agricultural marketing in the county is U.S. Highway 410 which follows the Chehalis River eastward from Aberdeen to Elma and then toward Olympia in Thurston County where it joins U.S. Highway 99--the principal north-south route connecting Seattle and Tacoma with Portland, Oregon. The establishment of U.S. 99 as a limited access highway with by-passes around smaller cities and villages has shortened marketing time and distance. Grays Harbor County farms are within 85 to 110 miles by truck from Seattle and 140 to 150 miles from Portland. U.S. Highway 101 connects Hoquiam and Aberdeen with points on the Olympic Peninsula to the north and the Willapa Bay and Columbia River areas to the south. State Highways 105 and 109 tie the county's coastal areas with Hoquiam and Aberdeen. Paralleling the Chehalis River southeast from Elma is State Highway 8, going through Oakville and meeting U.S. Highway 99 in southwestern Thurston County. The state and county have provided other paved and gravel roads within and between the populated areas of the county.

The Northern Pacific Railway has a branch line from Aberdeen to Olympia and to Centralia. It is primarily a lumber and log hauling line but is also important for the movement of farm forest products and agricultural items. Grays Harbor's coastal shipping facilities handle mainly lumber and general cargo and only a limited amount of agricultural products.

Income: Value of Products Sold

Census of Agriculture data on the value of farm products sold show that the trend of gross farm income in Grays Harbor County has been upward in recent years. All Grays Harbor County farms marketed \$3,563,844 worth of agricultural products in 1959 compared with \$3,331,435 in 1954 and \$3,080,212 in 1949. Grays Harbor ranked twenty-ninth among Washington counties in value of all farm products sold in 1959.

The total farm sales value of livestock and livestock products for 1959 in Grays Harbor County amounted to \$2,639,777 or 9.2 percent greater than the \$2,416,255 reported in the 1954 Census. The 1959 total represents 74.1 percent of the value of all farm products sold in the county during that year which was

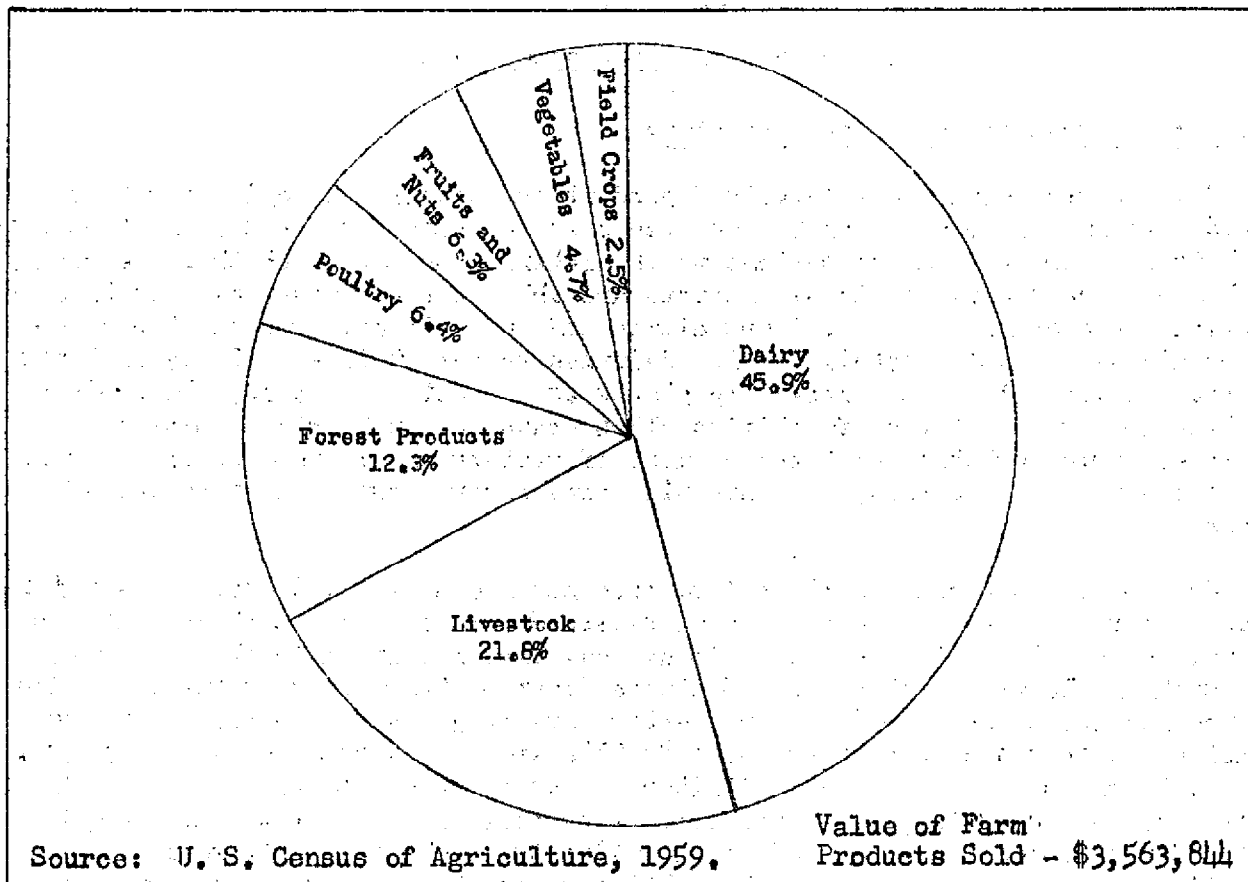


Figure 13. Sources of Cash Income, Grays Harbor County, 1959.

Table 29. Crops Marketed From Grays Harbor County Farms, 1959

Crops Marketed	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Fruits (tree fruits, grapes, berries and nuts)	225,330	24.4
Field Crops (hay, small grains, potatoes, field seed and field corn)	90,632	9.8
Vegetables (green peas, sweet corn, broccoli, snap beans, cucumbers and cabbage)	168,988	18.3
Forest Products and Horticultural Specialties	<u>439,117</u>	<u>47.5</u>
Total amount received by farmers for cash crops	924,067	100.0

Source: U. S. Census of Agriculture.

slightly higher than the corresponding figure of 72.5 percent five years earlier in 1954.

All crops (i.e., fruits, field crops, vegetables, forest products, horticultural specialties) sold off Grays Harbor County farms in 1959 were valued at \$924,067. This total was 1 percent above the corresponding figure for 1954 and represented nearly 26 percent of the total value of all agricultural products sold in 1959.

Sales of farm products and farm incomes vary considerably by type and size of farm. In 1959, about 41 percent of the farms in Grays Harbor County were considered commercial operations by the Census of Agriculture. An estimated 536 farms were tabulated as noncommercial units consisting of part-time or part-retirement operations. In 1959, the largest percentage (45.2 percent) of Grays Harbor County farms were Class VII, defined as noncommercial, part-time operations. The commercial Class IV category, with agricultural sales per unit ranging between \$5,000 to \$9,999, ranked second in percentage (14.0 percent) of total county farms for the same year.

Table 30. Farms by Economic Class  
Grays Harbor County, 1959

Economic Class	Value of Farm Products Sold	Number of Farms <sup>1/</sup>	Percent of Total Estimated Farms in the County
Class I	\$40,000 and over	12	1.3
Class II	\$20,000 to \$39,999	23	2.5
Class III	\$10,000 to \$19,999	85	9.4
Class IV	\$ 5,000 to \$ 9,999	127	14.0
Class V	\$ 2,500 to \$ 4,999	105	11.6
Class VI <sup>2/</sup>	\$ 50 to \$ 2,499	20	2.2
Total Commercial Farms		372	41.0
Class VII (Part-time)	\$ 50 to \$ 2,499	411	45.2
Class VIII (Part-Retirement)	\$ 50 to \$ 2,499	125	13.8
Total non-commercial Farms		536	59.0

- <sup>1/</sup> The totals for farms by economic class are estimates for all farms made on the basis of data reported only for the sample farms.
- <sup>2/</sup> Farms with a value of sales of \$50 to \$2,499 were classified as commercial if the farm operator was under 65 years of age and (1) he did not work off the farm 100 or more days during the year and (2) the income received by the operator and members of his family from nonfarm sources was less than the value of all farm products sold.

Source: U. S. Census of Agriculture, 1959.

Marketing Dairy Products

The sale of dairy products is the major farm marketing activity in Grays Harbor County. Sales of dairy products off 266 Grays Harbor County farms amounted to \$1,637,308 in 1959--slightly below the 1954 figure of \$1,643,812. The 1959 figure represented 46 percent of the total value of all farm products sold in the county during the year. Grays Harbor County ranked thirteenth among Washington counties in the value of dairy products sold in 1959.

Dairy products sold in 1959 included 40,276,389 pounds of whole milk from 191 farms and 44,980 pounds of butterfat off 85 farms. Grays Harbor County dairymen market their products within the Puget Sound Marketing Area under Federal Milk Order Number 125. Whole milk is hauled from farms to distributors and processors in Hoquiam and Aberdeen and to plants in Lewis, Pacific and Thurston Counties. Milk also is shipped as far distant as Seattle. Bulk of the milk is transported by tank trucks.

Marketing Livestock

Grays Harbor County's second major agricultural marketing item has been the sale of livestock involving auction yards, meat packers, feed yards, breeders and shippers. In 1959, the value of livestock sold alive in Grays Harbor County amounted to \$774,459, which represented 21.7 percent of the total value of all farm products sold during the year.

Cattle and calves are the major animals sold from Grays Harbor farms. In 1959, a total of 663 farms reported selling 7,065 head of cattle and calves worth \$737,344 or about 95.2 percent of the county's total livestock sales during the year. Calves made up about 52 percent of the number sold.

Table 31. Livestock and Livestock Products Marketed  
Grays Harbor County, 1959

Class of Livestock and Products Sold	Amount Received By Farmers (dollars)	Percent of the Total Value
Livestock Sold Alive (cattle and calves, horses and mules, hogs, sheep)	\$ 775,218	29.4
Dairy Products (whole milk, butterfat)	1,637,308	62.0
Poultry and Poultry Products (chickens, eggs, turkeys, ducks, etc.)	<u>227,251</u>	<u>8.6</u>
Total amount received for Livestock and Livestock Products	\$2,639,777	100.0

Source: U. S. Census of Agriculture.

Sales of hogs, sheep and horses are minor in Grays Harbor County's agricultural economy. In 1959, 35 farms marketed 785 hogs valued at \$25,905. In the same year, sheep and lambs valued at \$21,710 and numbering 1,670 head were sold

off 20 Grays Harbor County farms. In addition, 31 farms reported 1,852 pounds of wool shorn from 249 sheep. The number of horses and/or mules sold alive in the county totaled 120, which brought a sum of \$10,300 to 30 farmers in 1959.

Livestock marketing channels are well developed in the Chehalis Valley and in the adjacent Puget Sound area. Livestock are trucked to auction yards and meat packers in Tacoma, Olympia, Centralia and Seattle. Beef producers market stockers, feeders and some grass fattened animals and dairymen often haul truck lots of veals and culls to these markets. Breeding stock and feeders are also hauled to community auction yards in Chehalis, Rochester and Centralia. Important markets for small shipments are at state inspected custom and commercial slaughter houses operating in Hoquiam, Aberdeen, South Bend, Shelton, Olympia and Centralia.

#### Marketing Farm Forest Products and Horticultural Specialties

Forest products have become an important part of Grays Harbor County's farm economy. In 1959, forest products marketed from farms accounted for 11.4 percent of the value of all farm products sold in the county. In the same year, Grays Harbor County ranked fourth among the Washington counties in the value of farm forestry output. The county's farm woodlot products reach mills in the Grays Harbor, Willapa Bay and south Puget Sound regions.

The Census of Agriculture enumerated sales of forest products amounting to \$408,044 from 102 Grays Harbor County farms in 1959. Standing timber valued at \$129,380 was sold off 66 farms, while 73 farm units marketed firewood, pulpwood, fence posts, sawlogs, Christmas trees and other miscellaneous products totaling \$278,664 during the year.

Total value of sales for all horticultural specialties in Grays Harbor County for 1959 was \$31,073 as reported by 22 farms. Farms with sales of \$2,000 or more in horticultural items numbered 8 in the same year. Nursery products (trees, shrubs, vines, ornamentals, etc.) sold from 9 farms amounted to \$8,019 while 2 farms reported sales of vegetables grown under glass, flower seeds, vegetable seeds, vegetable plants, bulbs and mushrooms which grossed \$400. By far the most important horticultural specialty crops marketed during 1959 were cut flowers, potted plants, florist greens and bedding plants. These crops sold off 18 farms had a sales value of about \$22,654.

#### Marketing Poultry and Eggs

The poultry industry in Grays Harbor County provides for many farmers all, or a substantial part, of their income each year. Grays Harbor County farmers marketed poultry products worth about \$227,250 in 1959. This was nearly 6 percent below the corresponding Census figure for 1954. Sales of poultry products in 1959 represented 8.6 percent of the total value for all livestock and livestock products sold and about 6.4 percent of the value of all farm products sold in the county. The number of farms active in poultry and poultry products has declined in recent years. Marketing eggs, on the other hand, has continued to increase over the same period.

In 1959, about 420,000 dozen eggs were sold by Grays Harbor County farms. This was nearly 25 percent above the 337,400 dozen reported for 1954. Most of the eggs are marketed through the Western Farmers Association. The cooperative operates a fleet of trucks for picking up created eggs and delivering feed and other

poultry supplies to the farms. Grays Harbor County farm eggs are hauled to Western Farmers Association facilities in Seattle. Farms reporting the sale of chicken eggs in the county numbered 138 in 1959.

Chickens sold off Grays Harbor County farms in 1959 totaled 116,962 or about 28.6 percent greater than the 90,927 reported for 1954. Broilers comprised 84 percent of the number of all chickens sold in 1959 compared with 81.5 percent in 1954. Private and cooperative processing plants equipped to handle large numbers of birds constitute the major sales outlet for broiler growers.

Income derived from the sale of turkeys, ducks, geese, other miscellaneous poultry and their products in 1959 amounted to \$12,281 or 5.4 percent of all poultry and poultry products sold off the farm during the year. Annual sales of these items increased over elevenfold between 1954 and 1959.

#### Marketing Berries, Fruits, Nuts and Grapes

Cranberries are the most valuable commercial crop raised in Grays Harbor County. Gross income to the county's farmers from the sale of cranberries has varied greatly from year to year depending on yield and prices received. In 1959, the crop returned well over \$200,000 to the county's cranberry growers. The marketing of cranberries is organized on a national level by the National Cranberry Association. The association's plant at Markham receives local cranberries for processing and packaging. The market area for Grays Harbor County's processed cranberries covers most of western United States.

Other commercially grown berries in the county--strawberries, blueberries, raspberries and blackberries--are marketed to local retailers and processing plants located in Lewis and Pierce Counties. Most of Grays Harbor County's tree fruits, nuts and grapes are in small plantings and production is largely for home consumption.

In 1959, fruits, nuts, grapes and berries sold by Grays Harbor County farmers were valued at \$225,300. This amounted to 24.4 percent of the total value of crops sold and 6.3 percent of all farm products marketed in the county for that year.

#### Marketing Commercial Vegetables

Most Grays Harbor County farms grow vegetables for home use only. In 1959, 31 farms or about 3.4 percent of the farms in the county reported vegetables harvested for sale. The county's annual production of vegetables is primarily grown on a contract basis with processors. Others are sold to local retailers. In recent years, commercial vegetables harvested for sale include green peas, sweet corn, broccoli, snap beans and cucumbers.

In 1959, the value of vegetables sold off Grays Harbor County farms amounted to \$168,988, making up 4.7 percent of the value of all farm products sold and accounting for 18.2 percent of all crops marketed. The 1959 figure was more than twice the value of vegetables sold from the county's farms in 1954.

Marketing Field Crops: Hay Crops, Small Grains, Potatoes, Field Corn and Field Seed Crop

In 1959, Grays Harbor County farms sold field crops amounting to \$90,632 or 9.8 percent of the value of all crops sold off the farms. Field crop sales accounted for 2.5 percent of the total value of all farm products sold in the county.

More acreage is devoted to hay than any other field crop grown in Grays Harbor County. The county's production of clover-timothy and alfalfa hay is consumed locally on dairy and livestock farms as late fall, winter and early spring feed. Silage cut from grasses, alfalfa, clover or small grains grown in the county is used as dairy cattle feed. The county's small production of field corn is primarily used for silage. Most of the hay crop is utilized on farms where grown and only a small percentage is sold. Local supply of feed is inadequate and therefore, considerable tonnage of alfalfa hay is imported into the county from eastern Washington.

Most small grains harvested in the county are used by the local dairy, livestock and poultry industry as feed. These include oats, wheat, barley and rye.

In 1962, about 780 tons of potatoes were harvested for sale in Grays Harbor County. Potatoes are marketed to produce houses and local retail outlets. Hay crops have also been grown in the county for purposes of seed production. In 1959, 4 farms reported a total of 60 acres of red clover which produced 3,187 pounds of seed.

Specified Farm Expenditures

Specified farm expenditures estimated on a basis of reports obtained from sample farms in Grays Harbor County by the Census of Agriculture amounted to \$1,981,876 in 1959 which represented 55.6 percent of the value of all farm products sold during the year. The largest expenditure for the year was for feed for livestock and poultry, which added up to \$1,161,192, exemplifying the importance of livestock farming in the county. Feed expense also includes the cost of grinding and mixing feed. Purchases of livestock feed were reported by 752 farms in the 1959 Census.

Buying livestock and poultry ranked second as a major cost to Grays Harbor County farmers in 1959. Livestock and poultry worth about \$298,054 was purchased by 399 farms during 1959. Expense for hired labor was the third major item amounting to \$258,221. Some 311 farms used hired help during 1959. Gasoline and other petroleum fuel and oil related only to the products used in the farm business cost 989 county farmers an estimated \$177,729 in the 1959 period. Outlay for machine hire totaled \$57,454 on 269 Grays Harbor County farms. Machine hire expenditures relate to custom machine work such as tractor hire, threshing, grain or seed combining, silo filling, baling, corn picking, plowing, vegetable harvesting, fruit picking, spraying and dusting. The amount spent for labor included in machine hire was considered part of total expenditure. The sixth major cost which amounted to \$29,226 represents the amount spent during the year for seeds, bulbs, plants and trees which were used on 217 farms.

Farm expenditures have been increasing over the years along with the upward trend in agricultural production in Grays Harbor County. Farm expenditures are an important factor in employment and local business for the towns and communities throughout the agricultural areas of the county.

Table 32. Specified Farm Expenditures in 1959  
Grays Harbor County

Type of Expenditure	Number of Farms Reporting	Expenditure of All Farms	Average Per Farm
Feed for Livestock and Poultry	752	\$1,161,192	\$1,544.14
Purchase of Livestock and Poultry	399	298,054	747.00
Machine hire	269	57,454	213.58
Hired labor	311	258,221	830.29
Gasoline, petroleum fuel and oil	898	177,729	197.91
Seeds, bulbs, plants and trees	217	29,226	1,346.82
Total expended		1,981,876	

Source: U. S. Census of Agriculture.

### Fertilizer and Lime

About 26 percent of the farms in Grays Harbor County used commercial fertilizer in 1959. About 860 tons of dry fertilizer were used by 233 farms during the year.

More fertilizer was used on hay and cropland pasture than any other crop in the county during the 1959 season. Hay and cropland pasture accounted for 76.7 percent of all fertilizer used and for 77.3 percent of the acreage fertilized in the county. Other pastures ranked second with 350 acres fertilized.

Table 33. Use of Commercial Fertilizer  
On Crops and Pasture, for Grays Harbor County, 1959

Crops and Pasture Fertilized	Farms Reporting Use of Fertilizer	Acres Fertilized		Tons Used	
		Total (Acres)	Percent of Acreage Fertilized	Total (Tons)	Pounds Per Acre
Total Commercial Fertilizer Used	233	4,910	100.0	860	350
Hay and Cropland Pasture	148	3,795	77.3	660	348
Other Pasture	26	350	7.1	46	263
Barley	5	75	1.5	10	267
All Other Crops	85	690	14.1	144	417

Source: U. S. Census of Agriculture, 1959.

In 1959, 12 Grays Harbor County farms reported using lime or liming materials on 243 acres. About 336 tons of lime material was applied.